

Message Text

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TAGS: BTRA, ETRD, OCON, US, UR

SUBJ: MOSCOW VISIT OF U.S. CHAMBER OF COMMERCE DELEGATION

REF: STATE 166239

1. IN THE COURSE OF A COURTESY CALL ON THE CHARGE AUGUST 27, MEMBERS OF THE U.S. CHAMBER OF COMMERCE DELEGATION VISITING MOSCOW MADE THE FOLLOWING COMMENTS CONCERNING THEIR DISCUSSIONS WITH CHAIRMAN BORISOV OF THE ALL-UNION CHAMBER OF COMMERCE AND INDUSTRY.

2. BORISOV AND U.S. CHAMBER OFFICIALS SHARE SIMILAR VIEWS ON OPPORTUNITIES FOR COOPERATION BETWEEN THE TWO GROUPS, AND JOINT EFFORTS MAY BE DIRECTED TOWARD SUGGESTIONS INCLUDED IN U.S. CHAMBER PROPOSAL TRANSMITTED TO SOVIETS: (A) A USSR-US ECONOMIC COUNCIL TO MEET ONCE OR TWICE YEARLY, MEMBERSHIP ON U.S. SIDE TO INCLUDE AT LEAST 50 REPRESENTATIVES OF KEY BUSINESS SECTORS AND ON SOVIET SIDE TO INCLUDE HEADS OF SOVIET IMPORT AND EXPORT CORPORATIONS: (B) SPECIAL TRADE PROMOTIONS EFFORTS MOUNTED BY EACH SIDE IN BEHALF OF THE OTHER; (C) JOINT PREPARATION, PUBLICATION AND DISTRIBUTION OF PRINTED MATERIALS TO STIMULATE AND FACILITATE BILATERAL BUSINESS. COOPERATION WOULD INCLUDE LOBBYING AUTHORITIES ON BOTH SIDES TO EASE RESTRICTIONS AS WELL AS DISTRIBUTION OF INFORMATION ON TRADE PRACTICES.

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3. U.S. CHAMBER PROPOSALS ENVISION ESTABLISHMENT OF A BODY SIMILAR TO US-JAPAN CHAMBER, WHICH FUNCTIONS ON US

SIDE AS COMMITTEE OF US CHAMBER, AND DIFFERS UN STRUCTURE FROM PROSPECTIVE US-USSR CHAMBER ANNOUNCED BY SECRETARY DENT LAST MONTH IN THAT LATTER WOULD INVOLVE SIZABLE PERMANENT STAFF IN US AND IN SOVIET UNION.

4. DURING COURSE OF DISCUSSIONS BORISOV STATED HE HAD TOLD DONALD KENDALL, CHAIRMAN OF PEPSICO AND LEADING ORGANIZER OF US-USSR CHAMBER, THAT NEW TITLE PROPOSED FOR KENDALL'S ORGANIZATION, US-USSR JOINT TRADE COUNCIL, WAS NOT DESIRABLE FROM SOVIET POINT OF VIEW AND THAT WHAT SOVIET CHAMBER WANTS IS JOINT ORGANIZATION WITH MUCH LARGER MEMBERSHIP THAN IS THUS FAR APPARENT IN KENDALL'S GROUP.

5. US CHAMBER REPRESENTATIVES EMPHASIZED THAT THEY WOULD BE TALKING WITH KENDALL AND SEEKING TO REACH AGREEMENT ON AN ORGANIZATIONAL ARRANGEMENT SATISFACTORY TO ALL PARTIES. THEY NOTED BORISOV HAD COMMENTED THAT IF THE KENDALL GROUP ALONE COULD NOT PROVIDE THE BROADBASED CONTACT REQUIRED, SOVIET CHAMBER WOULD FIND IT NECESSARY TO DEAL WITH US CHAMBER AS WELL.

6. COMMENT: SUGGESTION THAT SOVIETS WOULD PREFER JOINT CHAMBER OF COMMERCE WITH MUCH WIDER MEMBERSHIP THAN 24 FIRMS INVITED TO FIRST ORGANIZATIONAL MEETINGS IS UNDOUBTEDLY TRUE. SUBORDINATE TO MINISTRY OF FOREIGN TRADE, ALL-UNION CHAMBER MAY ALSO BE ANNOYED THAT KENDALL'S HIGHER-LEVEL TIES IN THE MINISTRY HAVE SO FAR LARGELY EXCLUDED BORISOV FROM VOICE IN DECISIONS REGARDING JOINT CHAMBER.
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